

1 / 12

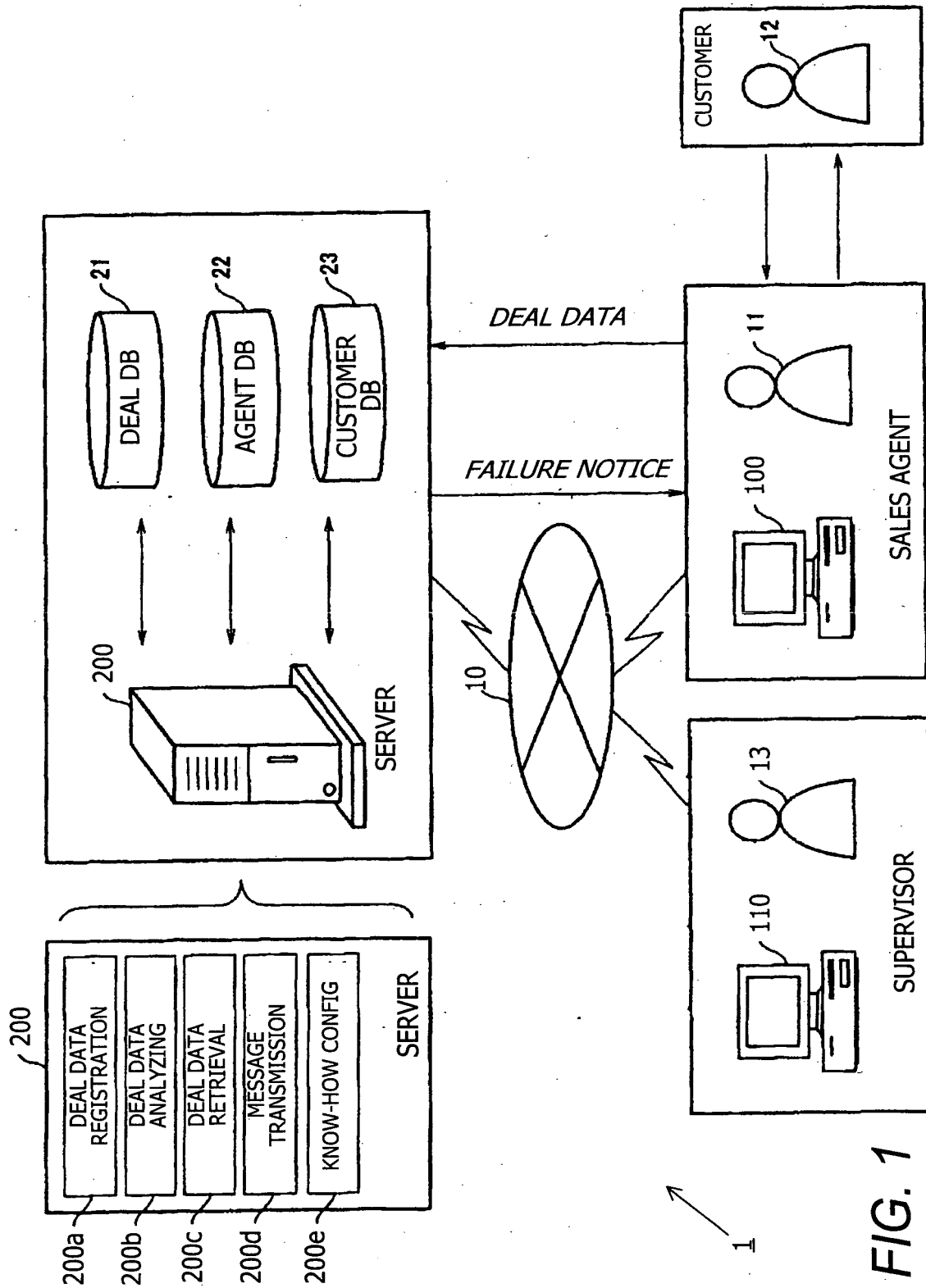


FIG. 1

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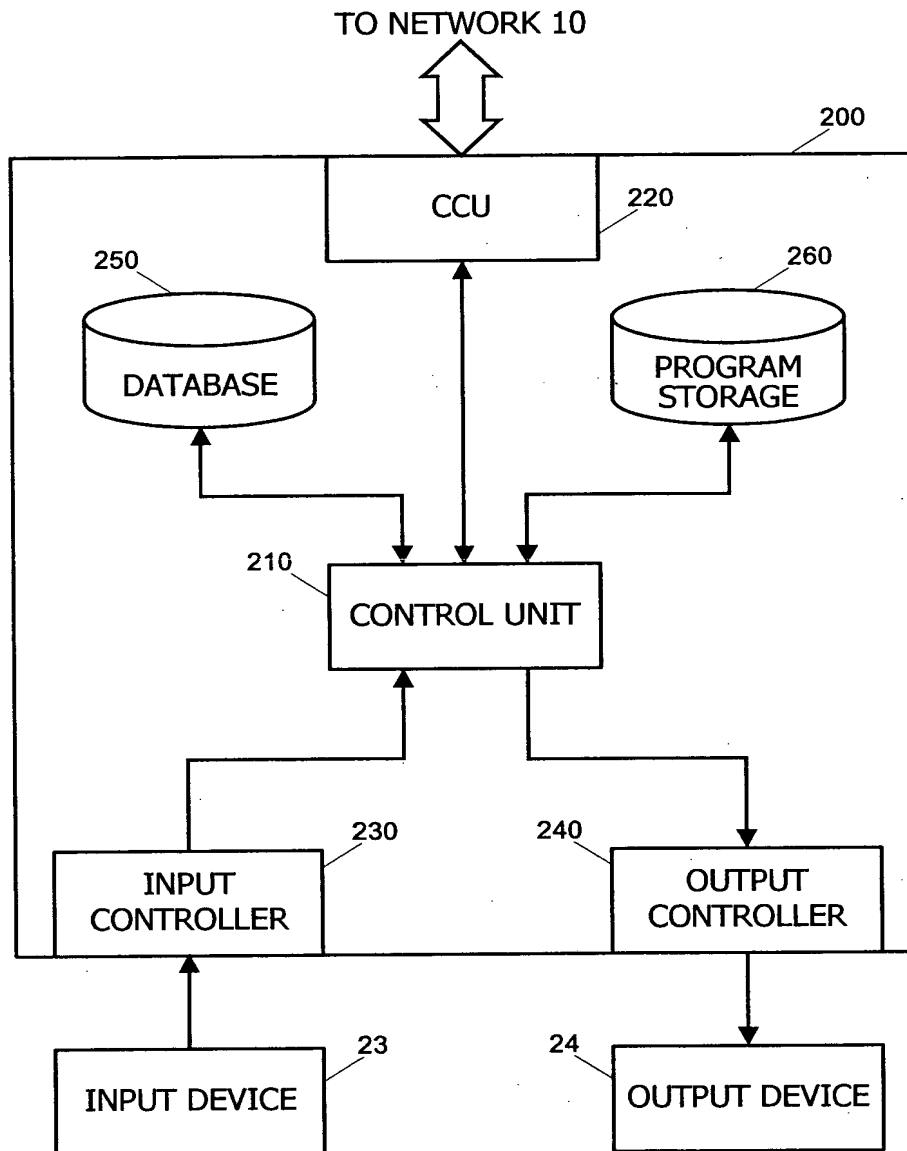


FIG. 2

DEAL DB

DEAL ID	CUSTOMER ID	AGENT ID	PROPOSED ITEMS	ESTIMATION	APPOINTED DEADLINE	COMPETITOR	...
...	...	...	...	...	...	...	...
M10	C001	SA001	Product A	¥***,***.-	1 week	Z	...
M11	C010	SA010	System B	¥***,***.-	10 days	X	...
...	...	...	...	...	...	...	...

FIG. 3

AGENT DB

AGENT ID	ATTRIBUTION	PERSONAL PROPERTY	...
⋮	⋮	⋮	⋮
SA100	Name, Division, e-mail address, Supervisor's info., ...	Comprehensive presentation, . . .	...
SA101	Name, Division, e-mail address, Supervisor's info., ...	Knowledge based proposals, . . .	...
⋮	⋮	⋮	⋮

FIG. 4

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CUSTOMER DB

CUSTOMER ID	ATTRIBUTION	BUSINESS CATEGORY	
⋮	⋮	⋮	
C0100	Name, Company, Post, ...	Manufacturer, ...	
C0101	Name, Company, Post, ...	Service Industry, ...	
⋮	⋮	⋮	

DEAL HISTORY	PERSONAL PROPERTY	IT LEVEL	...
⋮	⋮	⋮	⋮
Items, Quantity, ...	Merchandise authority, ...	A+	...
Items, Quantity, ...	Skilled in negotiation, ...	B	...
⋮	⋮	⋮	⋮

FIG. 5

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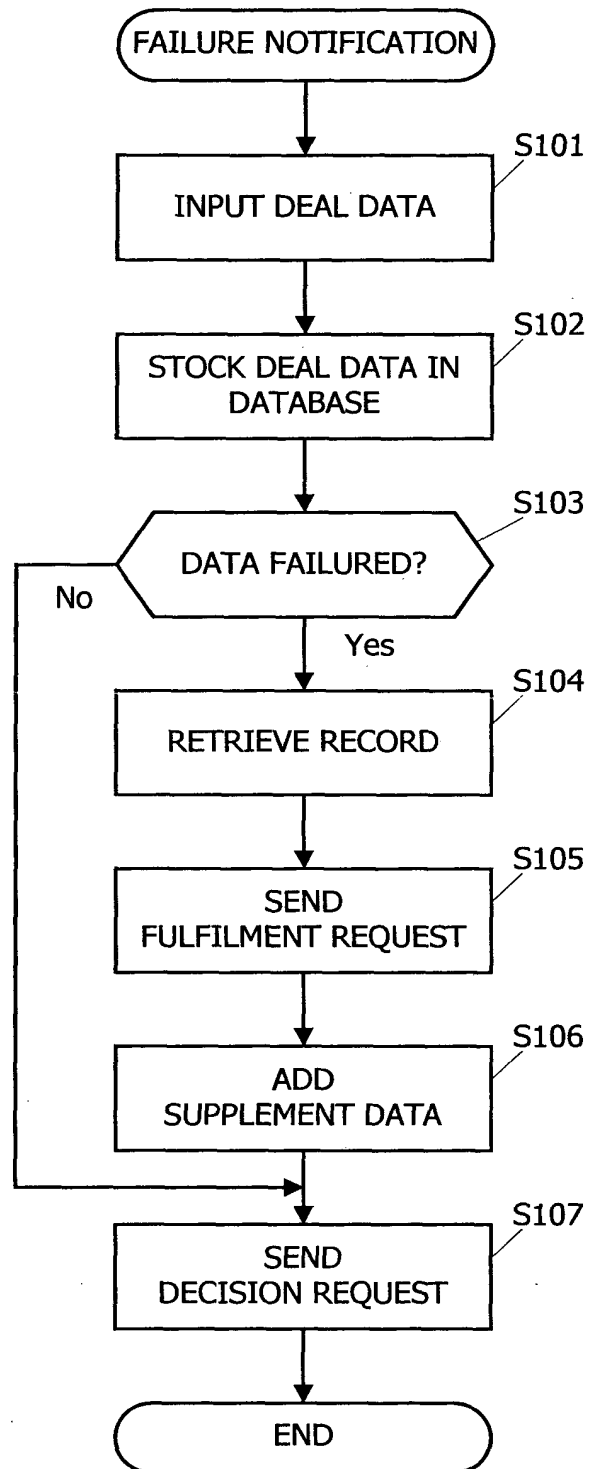


FIG. 6

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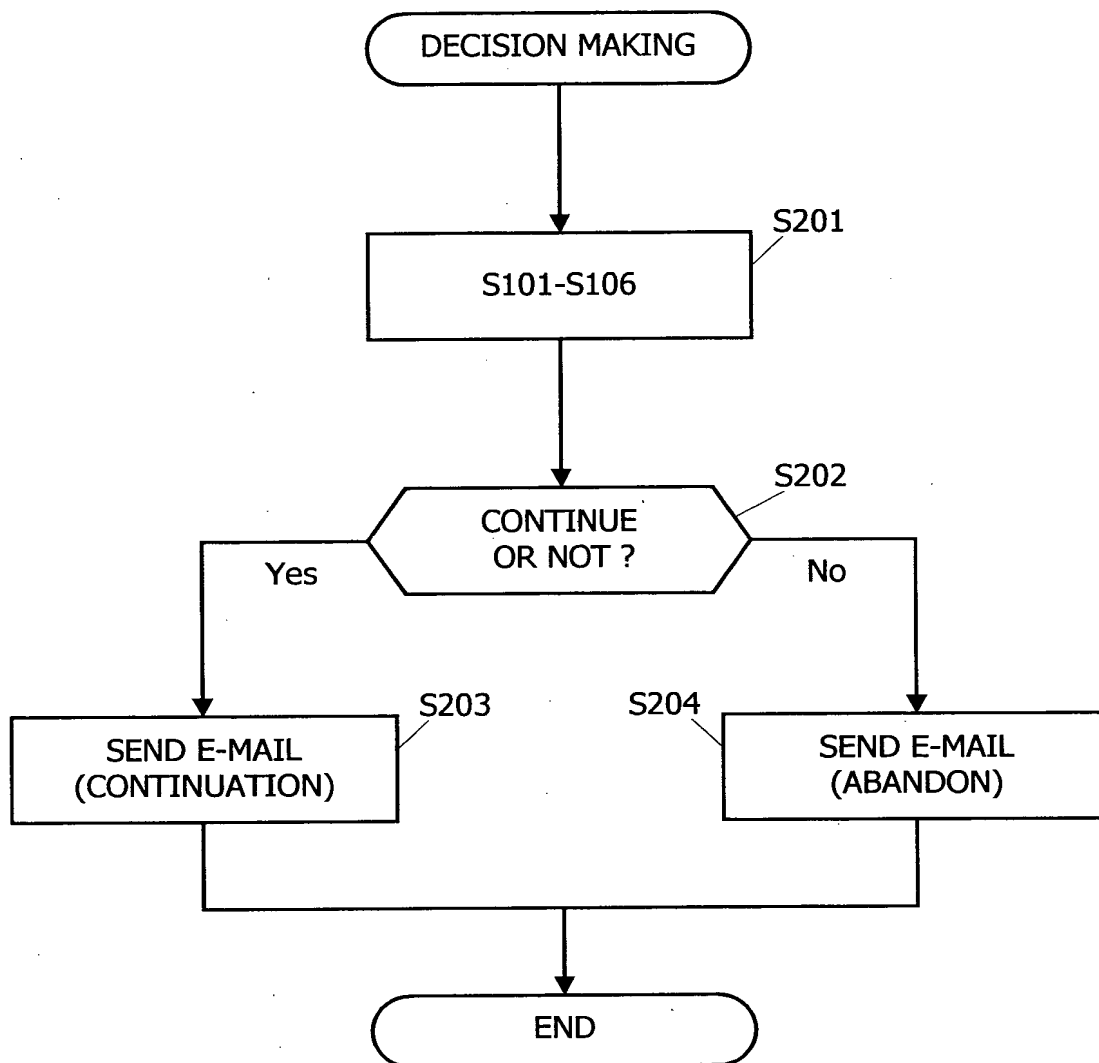


FIG. 7

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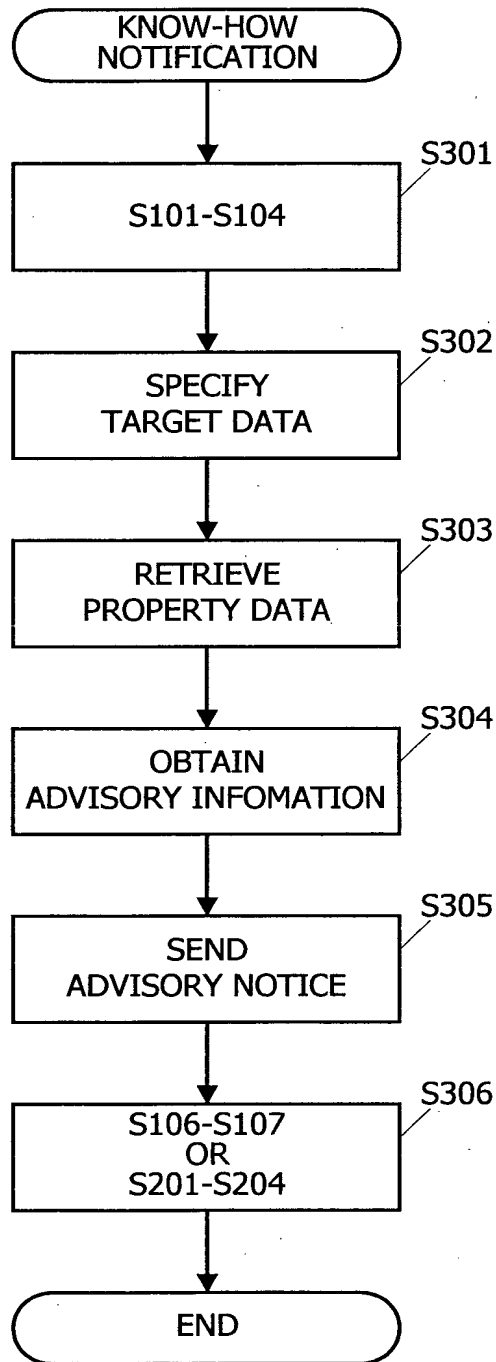


FIG. 8



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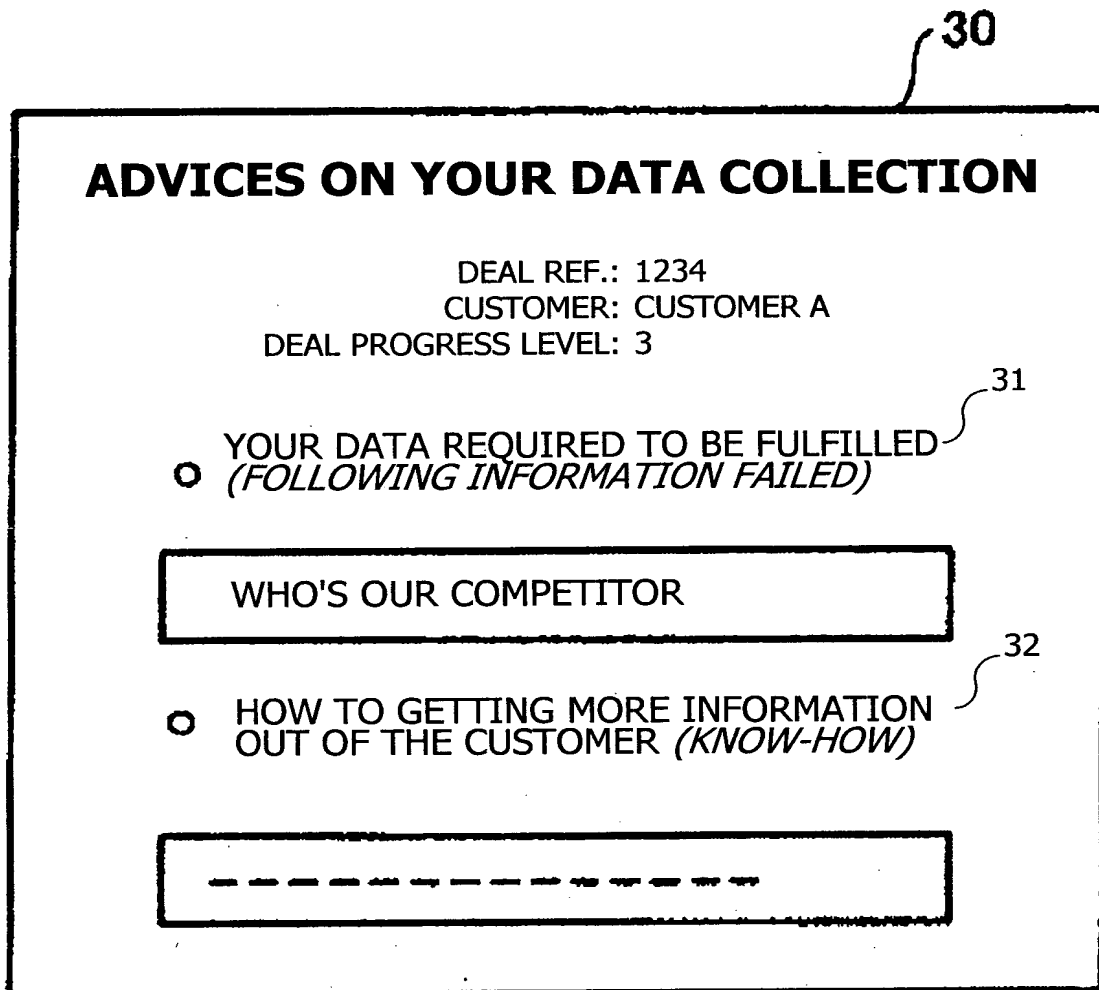


FIG. 9

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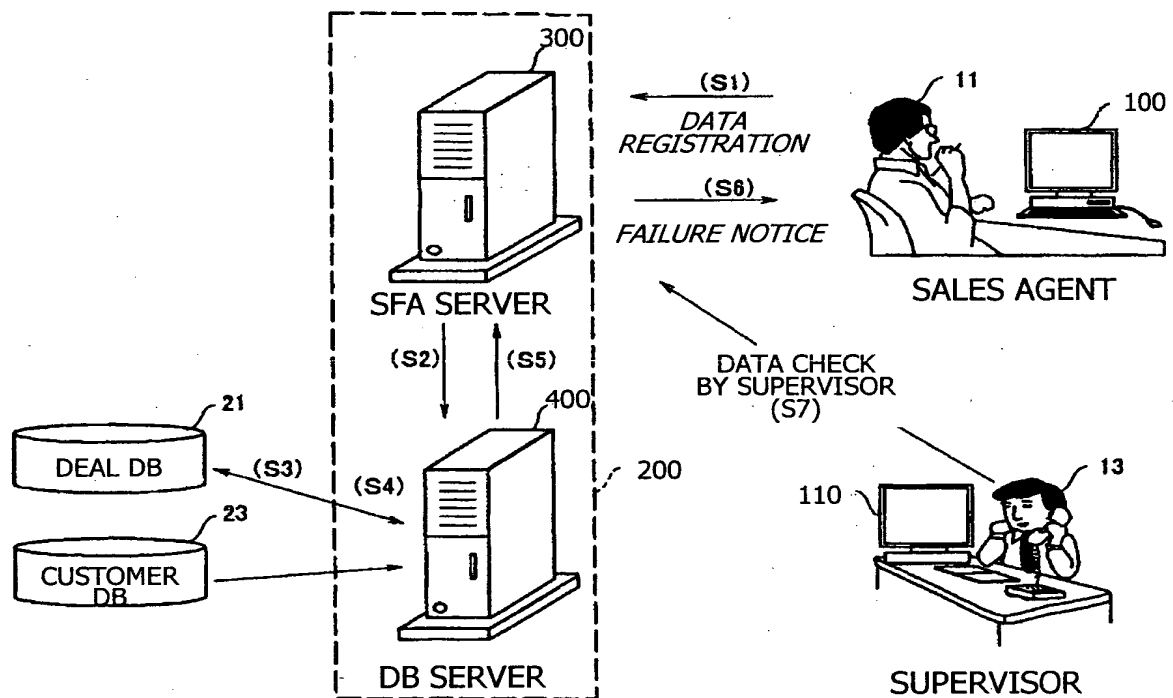


FIG. 10

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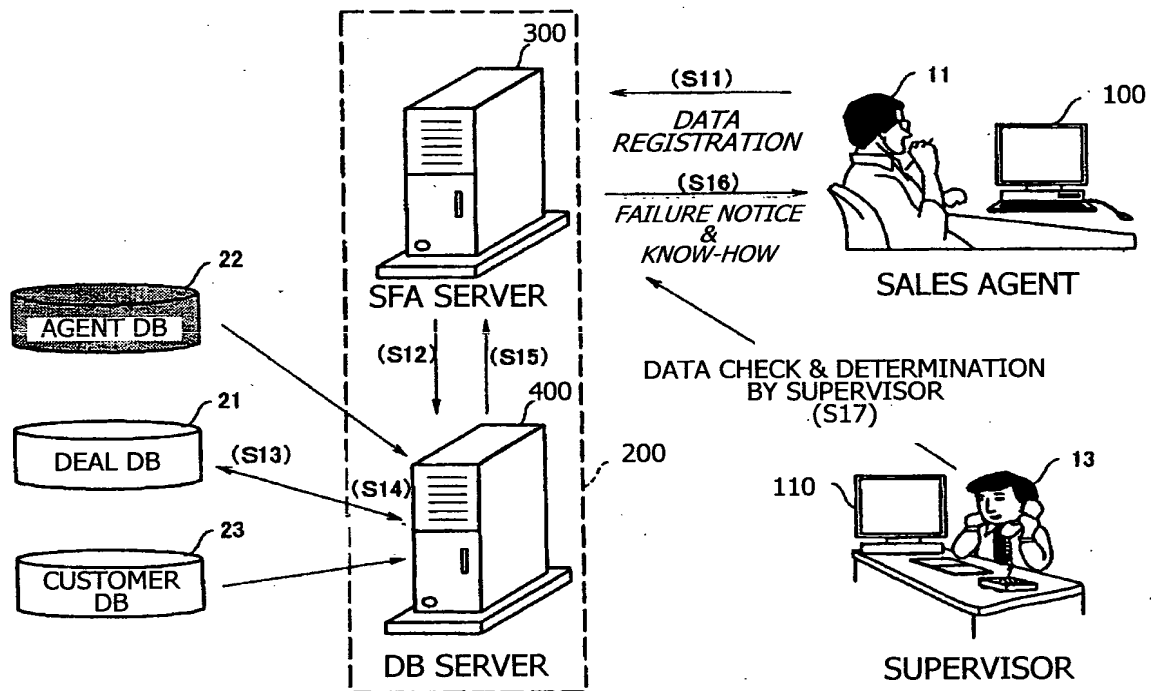


FIG. 11

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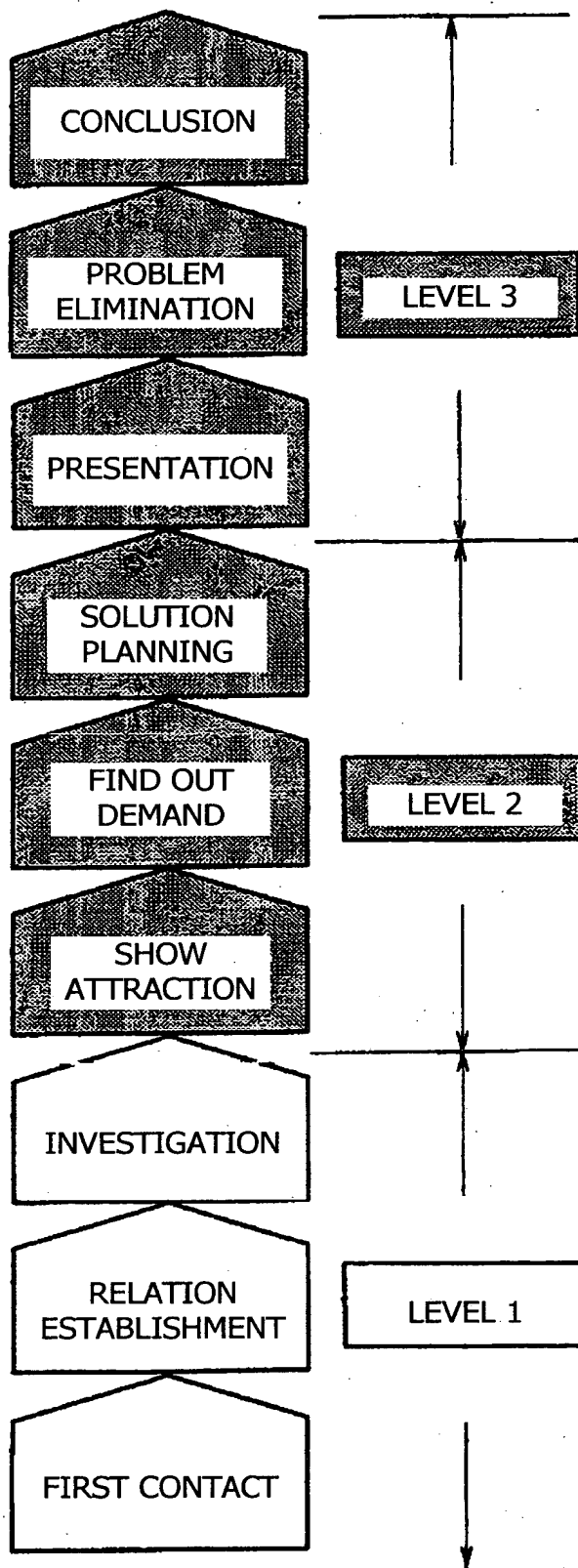


FIG. 12